Early Strategy and Issues Session

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Early Strategy and Issues Session (ESIS)

- ASP was intended to aid strategy formulation
- ASP has devolved to final approval of strategy “in setting concrete”
- ESIS should be accomplished before strategy established and all staff work/traplines run
- Don’t like “ESIS” phrase, but prefer to start standardizing--phrase already established at ASC

ESIS intends to meet original ASP intent

Acquisition Strategy Development

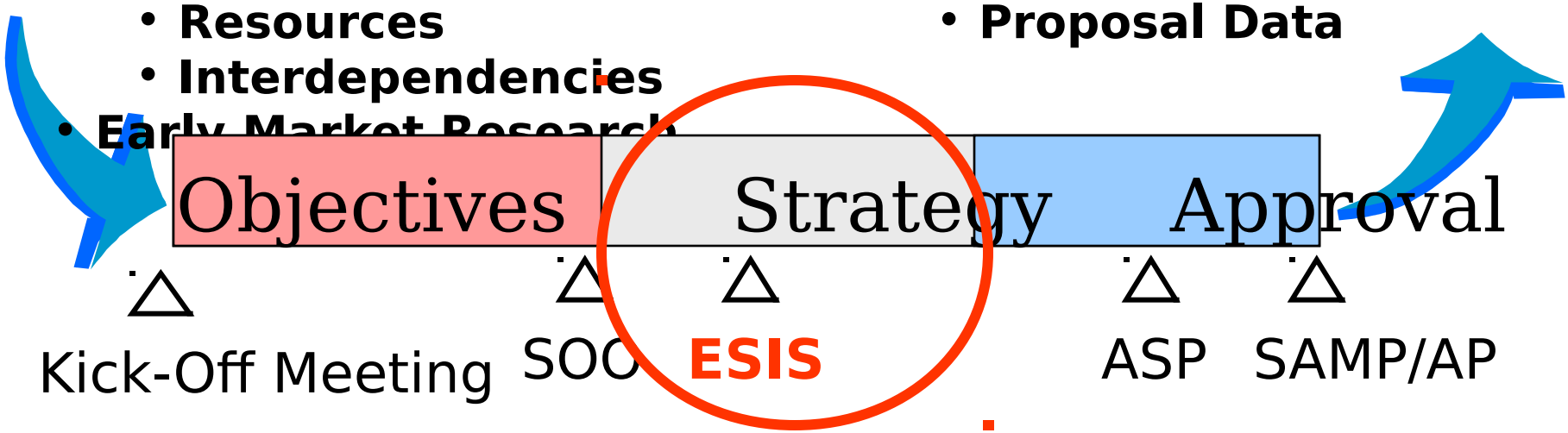
A Three Phase Process

INPUTS

- **ORD**
- **System Concept, Cost Est**
- **Gov't Program Plan**
  - **Players**
  - **Resources**
  - **Interdependencies**
- **Early Market Research**

OUTPUTS

- **SAMP / Acq Plan**
- **High Level Solicitation Terms**
  - **Contract type**
  - **Proposal Eval Criteria**
  - **Proposal Data**



SOO: Statement of Objectives ESIS: Early Strategy and

ASP: Acquisition Strategy Panel SAMP: Single Acquisitio

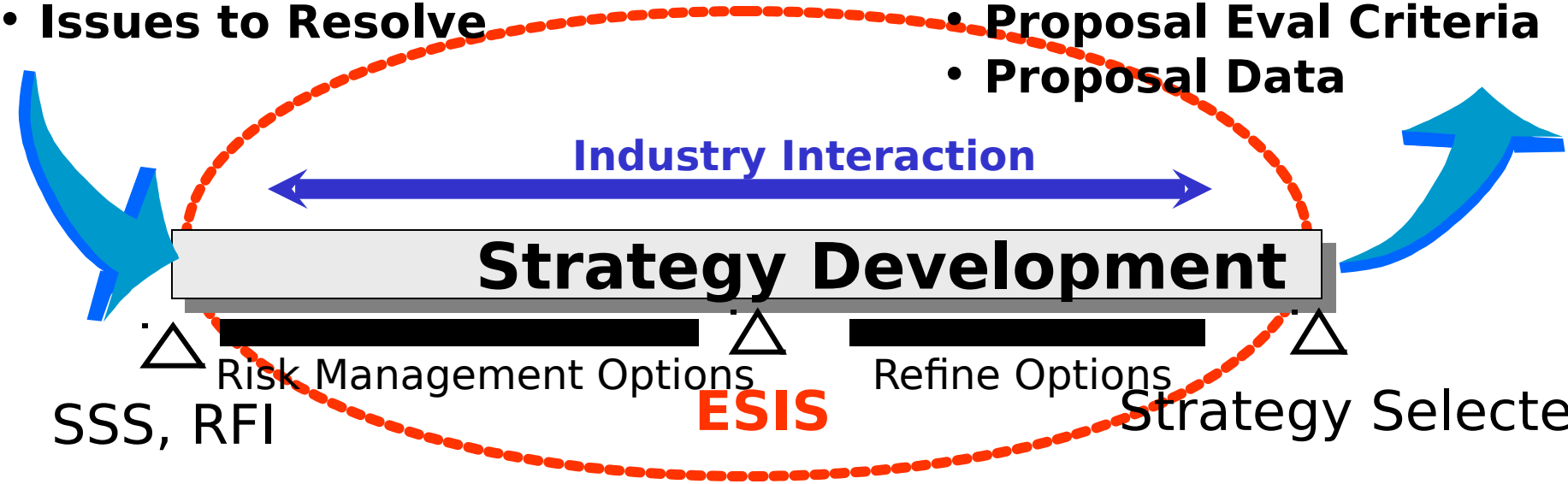
Acquisition Strategy Formulation Phase

INPUTS

- **SOO**
- **Early Market Research**
- **Gov't Program Plan**
- **Risks Analyzed**
- **Issues to Resolve**

OUTPUTS

- **Draft ASP charts**
- **High Level Solicitation Terms**
  - **Contract type**
  - **Proposal Eval Criteria**
  - **Proposal Data**



ESIS: Early Strategy and Issues Session

SSS=Sources Sought Synopsis RFI=Request for

ESIS Purpose

- Heading Check on Acquisition Strategy Development Path
  - Work to resolve issues
    - Important actions to take
  - Strategy options to consider
  - Strategy options to discard
- Jumpstart issue resolution for successful ASP

ESIS Benefits

- Senior Advisor perspective, issues and advice
  - Jumpstart issue resolution
  - Narrow alternatives
  - Establish expectations for strategy approval
    - Homework understood
- Save time and eliminate frustration!

ESIS

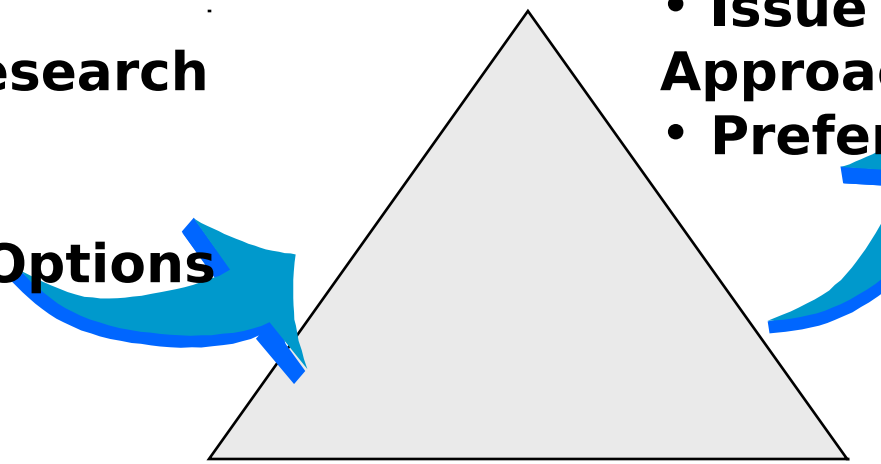
Early Strategy & Issues Session

INPUTS

- **SOO**
- **Market Research**
- **Risks**
- **Issues**
- **Strategy Options**

OUTPUTS

- **Issue Resolution Approach**
- **Preferred Options**



Participants

- **PM/SPD Leads Discussion-type format**
- **SMC Functional 2 or 3-letter managers**
- **Other advisors as needed**

ESIS Participants

Discussion Leader: Program Manager or SPD

ESIS Standing MEMBERS

- Program Management/Logistics/ Sustainment/Engineering/Security/Safety (AX)
- Acquisition Support Team (AXD)
- Test & Evaluation (TE)
- Contracting (PK)
- Competition Advocate (PKX)
- Comptroller (FM)
- Legal (JA)
- Development Planning (XR)
- Operations (AFSPC/DR/LG)
- DCMC, DCAA (local officials)
- Plans & Programs (XP)

INVITED TO ESIS

- Engineering (Aerospace)
- Small Business (BC)

OTHER ESIS ATTENDEES & ADVISORS

- As Appropriate and Invited by Program Mgr or AXD

ESIS Discussion Outline

- Program Overview
- Initial Market Research Results
- Risks, constraints, and issues
- Alternative Strategies Being Considered

After the ESIS: Refine Acquisition Strategy For Approval

- Flesh Out Alternative Strategies
- Resolve Outstanding Actions, Issues
- Select Preferred Strategy
  - Draft ASP Charts
- Draft Strategy Documentation
  - Finalize ASP Charts
  - Draft SAMP/AP
- Hold ASP
- Finalize & sign SAMP/AP